



## THE HILL WARD HENDERSON MERGERS AND ACQUISITIONS TEAM ANNOUNCES RECENT TRANSACTIONS

Hill Ward Henderson advised clients in these selected publicly announced mergers and acquisitions (M&A) deals which occurred in recent months. Our engagements were both buy-side and sell-side, and involved strategic and private equity clients. These deals reflect our participation in the very active mergers and acquisitions deal market. We also handled a number of confidential transactions that are not listed, bringing the total to several billion dollars.

We deeply appreciate our clients' confidence in entrusting us to handle these important transactions.

## ASBURY AUTOMOTIVE GROUP

### ASBURY AUTOMOTIVE GROUP, INC.

Hill Ward Henderson advised Asbury Automotive Group in its sale of 9 automobile dealerships and a collision center to Hudson Automotive. The transaction included Acura, BMW, Chrysler Dodge Jeep Ram, Honda, Nissan and Volvo brand dealerships, along with a collision center, and a sale of the underlying real estate owned by Asbury in these operations. This transaction was effectively an exit from the North Carolina dealerships operations held by Asbury.

**Our team was led by Kevin Sutton, and also included Katherine Frazier (real estate), and Jill Bell (real estate)**

### ABOUT ASBURY AUTOMOTIVE GROUP, INC.

Asbury Automotive Group, Inc., headquartered in Duluth, Georgia, is one of the largest automotive retailers in the U.S. Built through a combination of organic growth and strategic acquisitions, Asbury now operates 158 dealerships, encompassing 201 franchises for the sale and servicing of 31 different brands of American, European and Asian automobiles. Visit <https://www.asburyauto.com/> for more information.



### **COASTAL CONSTRUCTION PRODUCTS, LLC**

Hill Ward Henderson advised Coastal Construction Products, LLC, ("Coastal"), one of the largest independent distributors of specialty waterproofing products in the US, on its sale to Beacon Roofing Supply, Inc. (Nasdaq: BECN), a Fortune 500 distributor of building products. The former majority owner of Coastal was Supply Chain Equity Partners, a leading private equity firm focused on the distribution sector. BlackArch Partners acted as financial advisor to Coastal in the transaction.

**Our team was led by Dave Felman and Eric Hall, and also included Matt Maizes, Tyler Miller, Prestin Weidner (tax), Lisa Gilleland (real estate), and Kirsten Vignec (employee benefits).**

### **ABOUT COASTAL CONSTRUCTION PRODUCTS, LLC**

Coastal Construction Products, LLC is a leading distributor of specialty construction products in the waterproofing and restoration industry. It is one of the largest independent distributors of caulking and sealants, waterproofing, concrete repair, and fire protection products in the United States. Its 2022 revenue and EBITDA were estimated to be \$250 million and \$20 million respectively. Visit <https://coastalone.com/> for more information.

### **ABOUT SUPPLY CHAIN EQUITY PARTNERS**

Supply Chain Equity Partners is a private equity fund focused on the distribution industry, backed by leading institutional investors and distribution industry veterans. The firm acquires or invests solely in wholesale distributors and related logistics companies that are a critical link in the supply chain, regardless of sub-sector. Visit <http://www.supplychainequity.com> for more information.



### **ENERGY PROFESSIONALS, LLC**

Hill Ward Henderson advised the Buyer (and minority owner) in connection with the purchase from the private equity-backed majority owner of its controlling interest in Energy Professionals, LLC. Energy Professionals is a leading provider to customers across the country of consulting and procurement services, providing solutions for energy production, procurement and management.

**Our team was led by Reid Haney, with assistance from Tyler Miller, Joshua Gehres, and Justin Wallace (tax).**

### **ABOUT ENERGY PROFESSIONALS, LLC**

Founded in 1999, Energy Professionals is one of the leading Energy Consultants in the U.S., working with commercial customers to reduce and control their energy budgets, and building client-specific, comprehensive energy strategies that factor in client goals and objectives. Visit <https://www.energyprofessionals.com> for more information.



### PLAY BALL USA, LLC/GLORY DAYS GRILL®

Hill Ward Henderson represented Play Ball USA, LLC and its affiliates, Glory Days Grill® franchisees, in the equity purchase of the franchisor and related concept entities. Play Ball USA had previously been the largest franchisee of the Glory Days Grill® franchise. The acquisition also included the purchase of 22 restaurants that were previously joint venture projects of the seller and its principals. Play Ball USA as a result of these acquisitions now controls 40 system wide Glory Days Grill restaurant locations.

Our team was led by Kevin Sutton, and also included Joshua Gehres.

### ABOUT GLORY DAYS GRILL®

Founded in Fairfax, VA in 1996, Glory Days Grill® is a sports-themed American grill and bar featuring great food, service and real-time entertainment. Since its opening, it has expanded in Northern Virginia, Maryland, West Virginia, North Carolina and Florida. Visit <https://www.glorydaysgrill.com> for more information.



### IMPACT HOME SERVICES, LLC

Hill Ward Henderson advised Impact Home Services, LLC, in its reorganization and recapitalization of a majority equity interest to Eagle Merchant Partners, a leading lower middle market private equity firm in the Southeast region.

Our team was led by John Connery, and also included Rikiya Thomas, Tyler Miller, Alexandra Prati, Eric Hall (representations and warranties insurance), Prestin Weidner (tax), Kirsten Vignec (benefits), Robert McFadden (real estate), and Patrick Reid (intellectual property).

### ABOUT IMPACT HOME SERVICES, LLC

Impact Home Services, LLC is a residential plumbing, electrical, and garage door home services company, currently operating in Georgia, Florida, and South Carolina. Impact Home Services was established in 2021 as part of the launch of its home services division and new partnership with Neighborly Brands, the world's largest home services franchisor with over 30 service brands serving 10 million customers across nine countries. Based in Waco, Texas, Neighborly Brands was originally founded in 1981 as the Dwyer Group and operates a portfolio of franchise brands focused on repairing, maintaining, and enhancing residences as well as commercial businesses. Visit <https://www.impact-properties.com/home-services> for more information.



### MANGROVE EQUITY PARTNERS, LP

Hill Ward Henderson advised Mangrove Equity Partners, LP in connection with its purchase of Atlas Manufacturing, LLC and Atlas IP Holdings, LLC, an Alapaha, Georgia-based manufacturer and distributor of commercial greenhouses and related accessories.

**Our team was led by John Connery, and also included Eric Hall (representations and warranties insurance), Zachary Watt (financing), Prestin Weidner (tax), Jeff Wilcox (labor and employment), Kirsten Vignec (benefits), Lisa Gilleland (real estate), and Patrick Reid (intellectual property).**

#### **ABOUT MANGROVE EQUITY PARTNERS, LP**

Mangrove Equity Partners, LP is a Tampa, Florida-based lower middle-market private equity firm. Mangrove has 100+ years collective reputation as effective, fair, flexible, and honorable partners to company owners and managers. Please visit <http://mangroveequity.com/> for more information.



#### **PARADIGM LEARNING, INC.**

Hill Ward Henderson advised Paradigm Learning, Inc. in its asset sale to Culture Partners, a California-based national business consulting firm. Consideration was cash and equity. Paradigm Learning is a Tampa-based company offering business acumen training solutions, including its flagship product, Zodiak®, to multiple Fortune 500 companies and other clients.

**Our team was led by Reid Haney, and also included Tyler Miller, Justin Wallace (tax), Lisa Gilleland (real estate), Kirsten Vignec (employee benefits), and Jeff Wilcox (employment).**

#### **ABOUT PARADIGM LEARNING, INC.**

Since 1994, Paradigm Learning has specialized in business acumen training. With an alumni population of almost 2 million participants, their innovative business acumen learning solutions have reached leaders and team members around the world and across every industry. Please visit <https://www.paradigmlearning.com/> for more information.



#### **PRI ASPHALT AND AFFILIATED COMPANIES**

Hill Ward Henderson represented PRI Asphalt, its affiliated companies, and its owners in a sale to RMA Companies.

**Our team was led by Dave Felman, and also included Alexandra Prati, Prestin Weidner (tax), and Justin Wallace (tax).**

#### **ABOUT PRI ASPHALT**

PRI Asphalt is a national and global leader in materials testing and performance, providing independent, third-party testing, inspection, certification, and other technical services to the asphalt/bitumen, building materials, chemical, construction/infrastructure, and energy industries. Please visit <https://www.pri-group.com/home> for more information.



## **VALLEY NATIONAL BANK - ORTHOPAEDIC SOLUTIONS MANAGEMENT**

Hill Ward Henderson advised Valley National Bank in financing for Orthopaedic Solutions Management (OSM) in connection with OSM's partnership with Tallahassee Orthopedic Clinic. Founded by Florida Orthopaedic Institute and MD Healthcare Partners, OSM has become one of the largest orthopedic services providers in the U.S., with a network of over 150 physicians in Florida and Georgia.

**Our team was led by Zachary Watt and Trey Baldy, and also included Jessica Clemente.**

### **ABOUT VALLEY NATIONAL BANK**

Valley National Bank is one of the premier commercial, retail, and private banks in the country, with significant operations in Florida, Alabama and the Northeastern U.S. For more information, visit <https://www.valley.com/>.



## **WILSON, WASHBURN & FORSTER INSURANCE, INC.**

Hill Ward Henderson advised Wilson, Washburn & Forster Insurance, Inc. in its sale to Alera Group, an independent, national insurance and wealth services firm. MarshBerry served as the financial advisor to Wilson, Washburn & Forster Insurance, Inc. in connection with the transaction.

**Our team was led by Dave Felman, and also included Matthew Lastinger, Tyler Miller, Preston Weidner (tax), Kirsten Vignec (employee benefits), Jeff Wilcox (employment), and Lisa Gilleland (real estate).**

### **ABOUT WILSON, WASHBURN & FORSTER INSURANCE, INC.**

Wilson, Washburn & Forster Insurance, Inc. is a full service property and casualty insurance agency based in Miami, Florida. Wilson, Washburn & Forster Insurance has been proudly serving customers in south Florida for more than sixty years. Please visit <https://wwfins.com/> for more information..

If you have any questions or would like additional information about the above transactions please contact a member of our Mergers and Acquisitions Team below.

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